B2975-1 12/27/82

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For immediate release
December 20, 1982

OCTOBER AND NOVEMBER DATA INDICATE DEMAND FOR TECHNICAL PEOPLE HAS PLATEAUED, SAYS DS&E

In what could be the bottoming out of the long downtrend in demand for engineers and scientists, monthly data for both October and November have remained stable. Deutsch, Shea & Evans, which maintains the High Technology recruitment Index, a monthly indicator based on volume of recruitment advertising, reports little movement, during the past two months.

One of these is the single month data level, which moved from 85 to 90 in October and remained at 90 for November when the latest figures were compiled. The Index itself is a three-month running average, which, since July, has been in the high 80s. This moved only slightly down from the September level of 89 to 88 for October. (The Index lags single month data by a month, due to averaging.)

"The November data's stability is encouraging." says a DS&E spokesperson, "since it -- together with December -- often shows a decrease due to the light recruiting during the holiday season. It is too early to be sure that the

...continued

decline has plateaued, but based on Index performance for the past four months, it does seem possible."

HIGH TECHNOLOGY RECRUITMENT INDEX
(1961=100; Seasonally Adjusted)

Month	Single Month Figure	High Technology Recruitment Index*
March, 1982	129	120
April	111	117
May	112	105
June	92	96
July	82	89
August	93	87
September	85	89
October	90	88
November	90	-

*Based on a 3-month running average.

HTRI is based on the volume of recruitment advertising placed in key newspapers and professional journals each month. DS&E, which has maintained the Index since 1960, is a human resources communications and consulting firm, a subsidiary of Foote, Cone & Belding Communications, Inc.

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B2975-1 1/24/83

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January 17, 1983

SOME UPTURN IN TECHNICAL RECRUITING, WITH GAINS IN NOVEMBER AND DECEMBER

Contrary to expectations, December showed an apparent upturn in technical demand, says Deutsch, Shea & Evans, reinforcing the modest November gain by the High Technology Recruitment Index.

The Index itself is seasonally adjusted to account for the traditional lag in recruitment activity at the end of the year. However, the HTRI's third quarter performance suggested that even with corrections, a drop could be expected in the last quarter, reflecting the steadily declining market for engineers and scientists.

Instead, the Index itself, which is based on a three-month running average, moved up from 88 in October to 92 for November. The single month figure also seasonally adjusted showed a December level of 97, a gain of seven points.

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DS&E attributes the changes to the initial impact of new defense work on the technical manpower market, combined with the on-going requirements of such growth industries as healthcare and computers.

HIGH TECHNOLOGY RECRUITMENT INDEX
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B2975-1 3/7/83

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For immediate release
March 4, 1983

1982 TECHNICAL DEMAND: FIRST 3 QUARTERS DOWN, LAST QUARTER UP, WITH OVERALL AVERAGE AT 103

1982 began with technical demand for the first quarter average of 127 on the High Technology Recruitment Index. While this was comfortably above the 1961 base year average of 100, the decline that characterized the preceding two years continued through the second quarter, at 105, and the third quarter was down to 87. Demand, however, moved upward in small increments during the last quarter to average 92, and encourage the thought that the long decline in demand for engineers and scientists has plateaued, if not turned around.

HTRI is based on the volume of recruitment advertising placed in key newspapers and professional journals each month. DS&E, which has maintained the Index since 1960, is a human resources communications and consulting firm, a subsidiary of Foote, Cone & Belding Communications, Inc.

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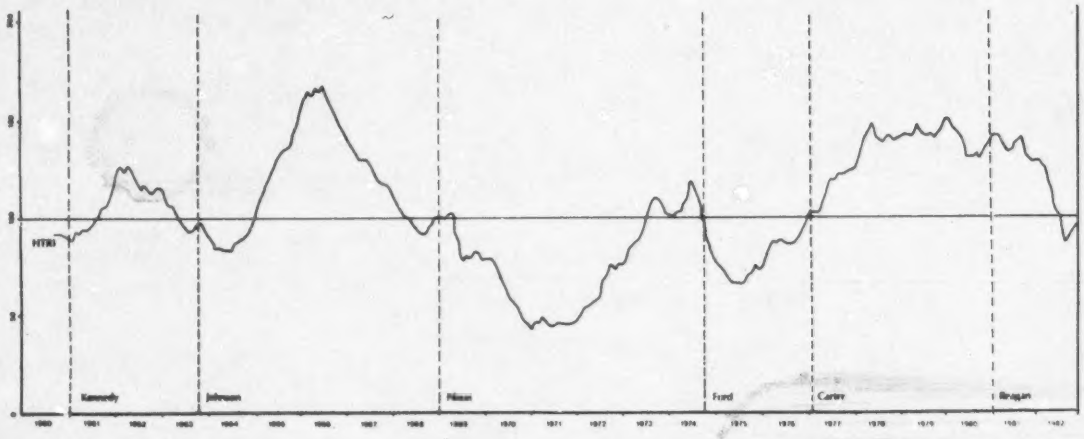
Deutsch, Shea & Evans
High Technology Recruitment Index

(Seasonally Adjusted; Base 1961 = 100)



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New Presidential Administration

Monthly Data, 1961-1982, Based on 3 Month Running Average

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	ANNUAL AVERAGE
1961	88	92	91	94	93	96	98	100	105	106	112	120	100
1962	124	126	123	126	122	118	114	116	113	112	114	114	120
1963	112	105	105	102	99	94	91	92	95	97	94	90	98
1964	87	83	84	82	82	82	87	88	89	91	95	101	87
1965	106	114	119	123	127	130	134	136	136	143	148	157	131
1966	160	165	163	166	165	168	163	157	153	148	144	140	158
1967	137	132	129	130	129	126	121	117	117	116	116	112	124
1968	106	103	99	99	97	95	90	90	91	97	99	99	97
1969	98	98	101	90	87	77	79	78	81	81	77	78	85
1970	78	77	73	67	64	58	56	53	50	45	44	41	60
1971	44	44	47	44	42	42	43	43	43	43	44	45	43
1972	47	51	53	55	56	59	67	69	75	72	74	74	63
1973	78	84	87	88	92	96	105	109	109	107	101	100	97
1974	99	102	102	107	110	119	115	111	97	87	79	75	101
1975	73	70	68	64	64	64	64	68	69	74	71	73	68
1976	79	83	87	86	87	86	85	85	87	88	95	101	88
1977	103	102	101	107	112	119	119	121	121	124	123	125	115
1978	127	133	140	143	147	140	139	137	141	141	139	140	139
1979	142	143	142	142	147	145	143	142	143	141	144	146	144
1980	150	150	146	144	140	132	132	132	134	132	128	135	138
1981	138	142	136	135	132	135	137	141	137	128	125	126	135
1982	127	127	120	117	105	96	89	87	89	88	92	94	103

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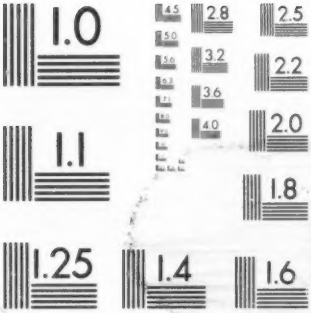

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For immediate release
May 18, 1983

APRIL TECHNICAL DEMAND TURNS UPWARD AFTER FIRST QUARTER DIP

During the first quarter of 1983, technical demand, as measured by single-month data for the DS&E High Technology Recruitment Index, moved from a January level of 96 down to 87 in March.

In April, however, this decline ended, with the single-month figure moving back up to 93. This may presage the long awaited demand upturn, but further data are necessary before this can be determined.

Meanwhile, the HTRI, computed on a three-month average, showed a first quarter figure for 1983 of 93.

A SUBSIDIARY OF FOOTE, CONE & BELDING COMMUNICATIONS, INC.

HIGH TECHNOLOGY RECRUITMENT INDEX
(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
April, 1982	111	117
May	112	105
June	92	96
July	82	89
August	93	87
September	85	89
October	90	88
November	90	92
December	97	94
January, 1983	96	97
February	98	94
March	87	93
April	93	

* Based on a 3-month running average

HTRI is based on recruitment advertising placed in key newspapers and professional journals each month. DS&E, which has maintained the Index since 1960, is a recruitment advertising agency, a subsidiary of Foote, Cone & Belding Communications, Inc.

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July 15, 1983

PLATEAU IN TECHNICAL DEMAND CONTINUES,

SAYS DS&E: HTRI AT 94 FOR MAY

Reversing its slow but steady downward trend, the DS&E High Technology Recruitment Index, based on a three-month running average, moved up three points in May to 94. This makes a full year during which technical recruiting has remained within a plateau, according to HTRI figures, which ranges from a low of 87 to a high of 97. It is, however, the first upturn since January, 1983. June data do not suggest a substantial change in the near future. The single-month figure, which had been static at 93 for two months, rose only one point in June, also to 94.

For comparison, the May, 1982, HTRI stood at 103. This was a low for the year to that point. At the same time, the single-month figure for June, 1982, fell 20 points. It has never regained the lost ground.

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HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
July, 1982	82	89
August	93	87
September	85	89
October	90	88
November	90	92
December	97	94
January, 1983	96	97
February	98	94
March	87	93
April	93	91
May	93	94
June	94	

*Based on a 3-month running average

HTRI is based on recruitment advertising placed in key newspapers and professional journals each month. DS&E, which has maintained the Index since 1960, is a recruitment advertising agency, a subsidiary of Foote, Cone & Belding Communications, Inc.

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October 24, 1983

TECHNICAL DEMAND STRENGTHENS THROUGH SEPTEMBER, REPORTS DEUTSCH, SHEA & EVANS

DS&E's High Technology Recruitment Index, based on a three-month running average, moved up 5 points in August to 106, reflecting the forecasted turnaround in technical demand. This is the highest level the Index has reached since April, 1982.

The single-month figure for September of 111, up seven points over August, suggests strongly that the uptrend is continuing. This sharp increase is attributable to heavy recruitment advertising in technical journals and newspaper display. Classified advertising was relatively stable.

Deutsch, Shea & Evans, which has issued the HTRI since 1960, expects further gains in the Index as the economy continues to improve.

(CONTINUED)

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
October, 1982	90	88
November	90	92
December	97	94
January, 1983	96	97
February	98	94
March	87	93
April	93	91
May	93	94
June	94	97
July	104	101
August	104	106
September	111	--

*Based on a 3-month running average

HTRI is based on recruitment advertising placed in key newspapers and professional journals each month. DS&E, which has maintained the Index since 1960, is a recruitment advertising agency, a subsidiary of Foote, Cone & Belding Communications, Inc.

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